





DISCLAIMER

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EMBRAER BUSINESS AREAS





EMBRAER CONTINUOUS EVOLUTION

Achieving maturity and efficiency through the development of a customer-centric, technology-driven portfolio of products and services



E-jets



Phenom 100EV



Phenom 300E



C-390 Millennium



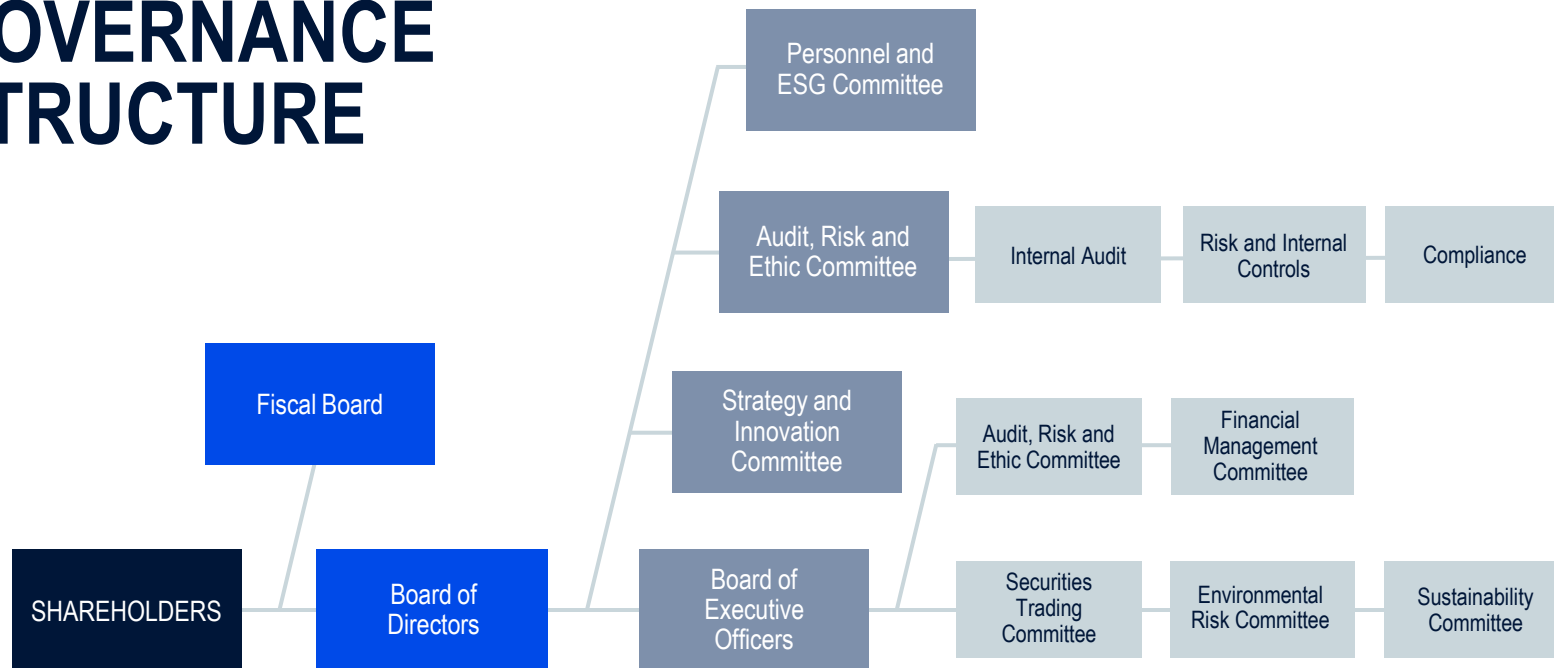
E-Jets E2



Praetor Jets



CORPORATE GOVERNANCE STRUCTURE

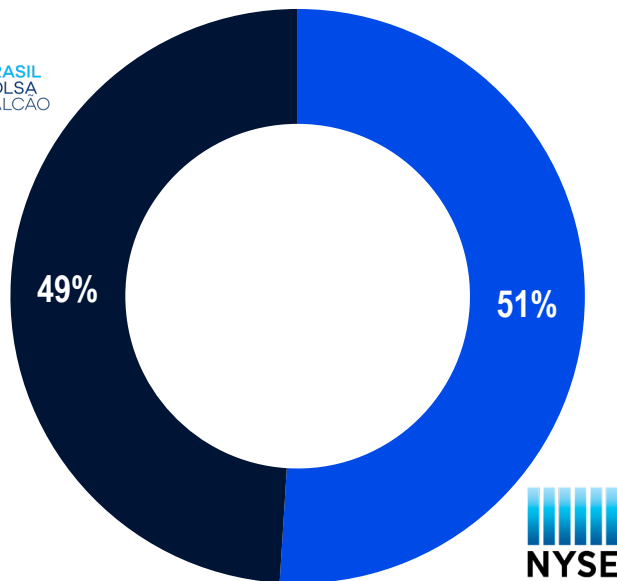




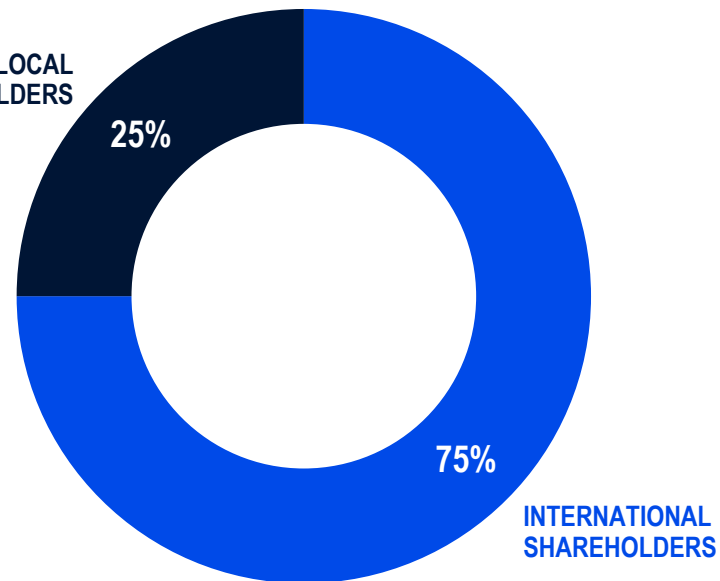
OWNERSHIP STRUCTURE

AS OF 4Q21

[B]³
BRASIL
BOLSA
BALCÃO



LOCAL
SHAREHOLDERS





EMBRAER CREDIT RATINGS

STANDARD
&POOR'S

BB

FitchRatings

BB+

MOODY'S

Ba2

Source: Moody's (Feb. 2022), Fitch (Jan.2022) and S&P (Feb.2022).

SHORT TERM STRATEGY





BUILDING A SUSTAINABLE FUTURE

Climate change is one of the greatest challenges of our time. It is necessary to act now and commit to the progress of the aviation industry.





environmental

- Carbon neutrality in operations by 2040
- Carbon neutral growth from 2022
- Energy 100% from renewable sources by 2030
- Products for zero carbon aviation by 2050



social

- Ongoing training in Diversity & Inclusion
- Commitment to having 50% diversity in hiring
- 25% women in the Master's Program in Aeronautical Engineering
- 20% women in senior leadership positions
- Maintain approval of more than 80% of students at Embraer Colleges in public universities
- Launch of the 'Social Tech' Program



governance

- Robust Ethics and Compliance program, fully aligned with global standards
- Maintain the highest international standards of governance
- To maintain the high safety standards of our products and total alignment with international requirements





INNOVATION

ENERGIA FAMILY



Sustainable Electric and Hydrogen
Powered Aircraft, ready from 2030



INNOVATION

TPNG - TURBOPROP NEW GENERATION



- Ready to use SAF as fuel (Sustainable Aircraft Fuel), 80% less CO2 emission
- Revolutionary airframe, 1st TP with a cabin as comfortable as one of an E-Jet



EMBRAER BEYOND 2021 / FIT FOR GROWTH

2021/2022

RECOVERY

PLAN EXECUTION & COMPANY
TURNAROUND

2023/2026

GROWTH

CAPTURE EMBRAER'S FULL POTENTIAL



EMBRAER MAIN FOCUS 1Q22: DRIVE INNOVATION AND ENTERPRISE EFFICIENCY



EVE'S CLOSING EXPECTED IN MAY



INNOVATION PIPELINE (ZERO EMISSION, AIRFRAME EFFICIENCY, AUTONOMOUS FLIGHT AND OTHERS)



GUIDANCE REITERATED DESPITE CHALLENGING SUPPLY CHAIN ENVIRONMENT



ENTREPRISE EFFICIENCY: CONTINUED IMPROVEMENT AND LEAN PRINCIPLES



FINANCIAL PERFORMANCE TRENDING UP WITH BEST FREE CASH FLOW FOR A FIRST QUARTER SINCE 1Q10



DELIVERIES SLIGHTLY BELOW EXPECTATIONS DUE TO APPROXIMATELY ONE MONTH SHUT DOWN (COMMERCIAL AVIATION SYSTEMS AND LEGAL RE-INTEGRATION)

COMMERCIAL AVIATION





CUSTOMERS

COMMERCIAL AVIATION



100+
Airlines

60+
Countries



PRODUCT PORTFOLIO

COMMERCIAL AVIATION



E175

78 - 88 seats
2,000nm (3,700Km)

E175-E2

80-90 seats
2,060nm (3,820Km)
Development paused.

E190-E2

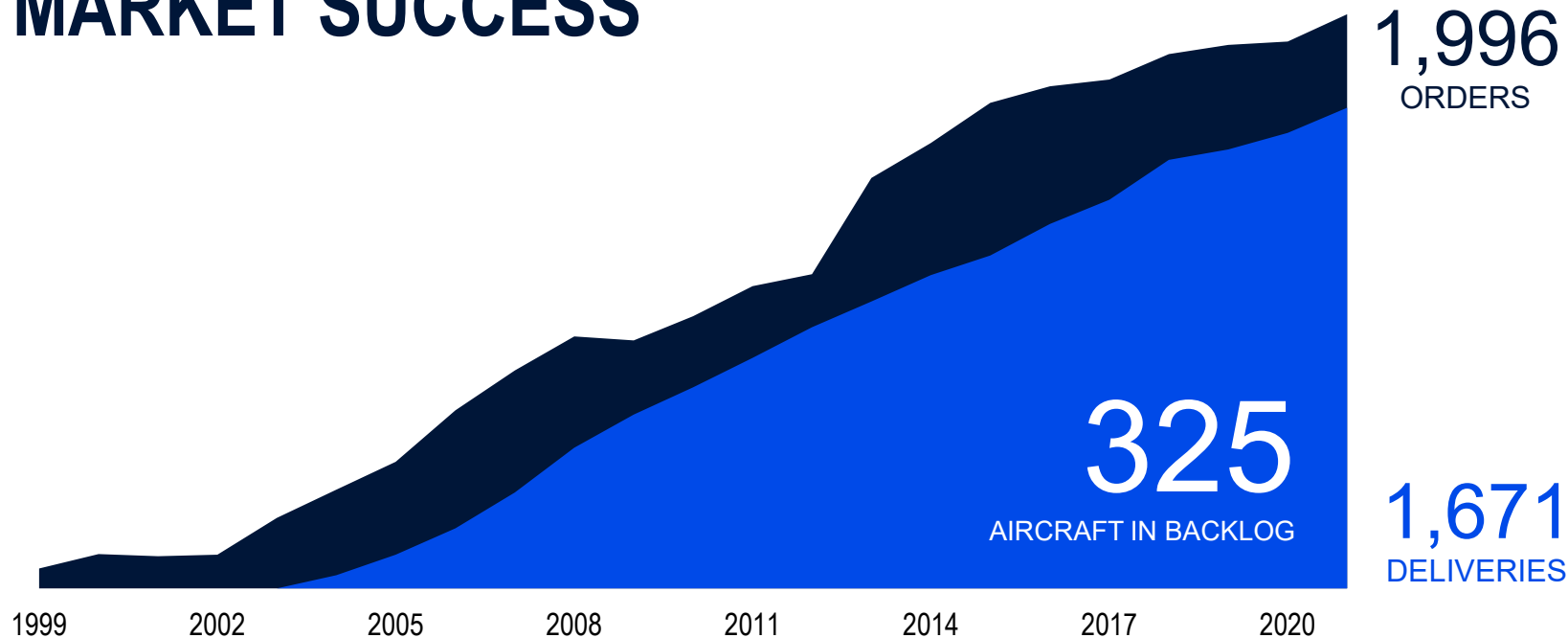
97-114 seats
2,880nm (5,333Km)

E195-E2

120-146 seats
2,600nm (4,815Km)



E-JETS GLOBAL MARKET SUCCESS



Source: Embraer (December 2021)



E-JETS ORDER BOOK

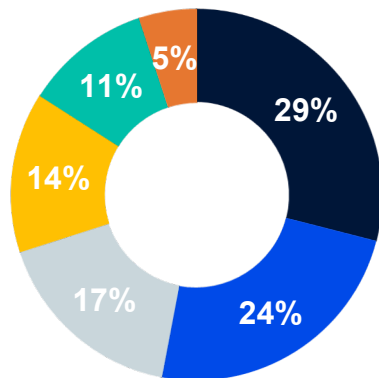
E-jets	FIRM ORDERS	DELIVERIES	FIRM BACKLOG
E170	191	191	-
E175	840	693	147
E190	568	565	3
E195	172	172	-
E175-E2	-	-	-
E190-E2	22	17	5
E195-E2	203	33	170
TOTAL	1,996	1,671	325

Source: Embraer (December 2021)



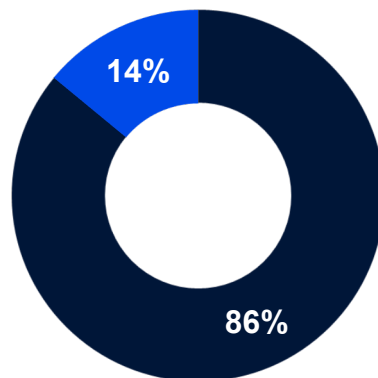
E-JETS SHARE AND REGION BREAKDOWN

DELIVERIES SHARE
UP TO 150 SEAT AIRCRAFT



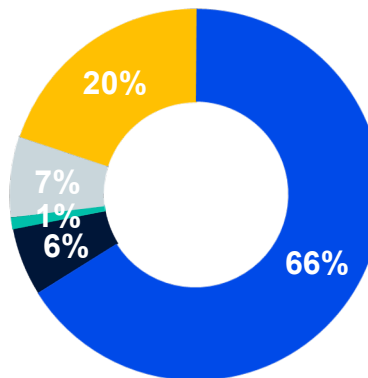
■ Embraer ■ Bombardier ■ Airbus
■ ATR ■ Boeing ■ Others

NORTH AMERICA SHARE
76 SEAT JETS - ORDERS SINCE 2013



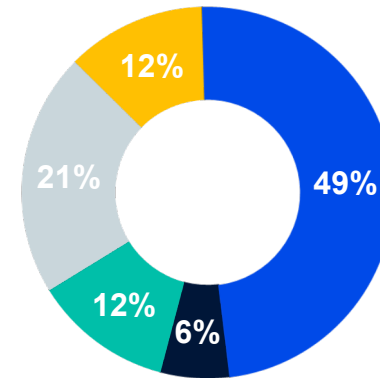
■ E175 ■ Others

BACKLOG BY REGION



■ Africa & Middle East
■ Europe & CIS
■ North America

DELIVERIES BY REGION



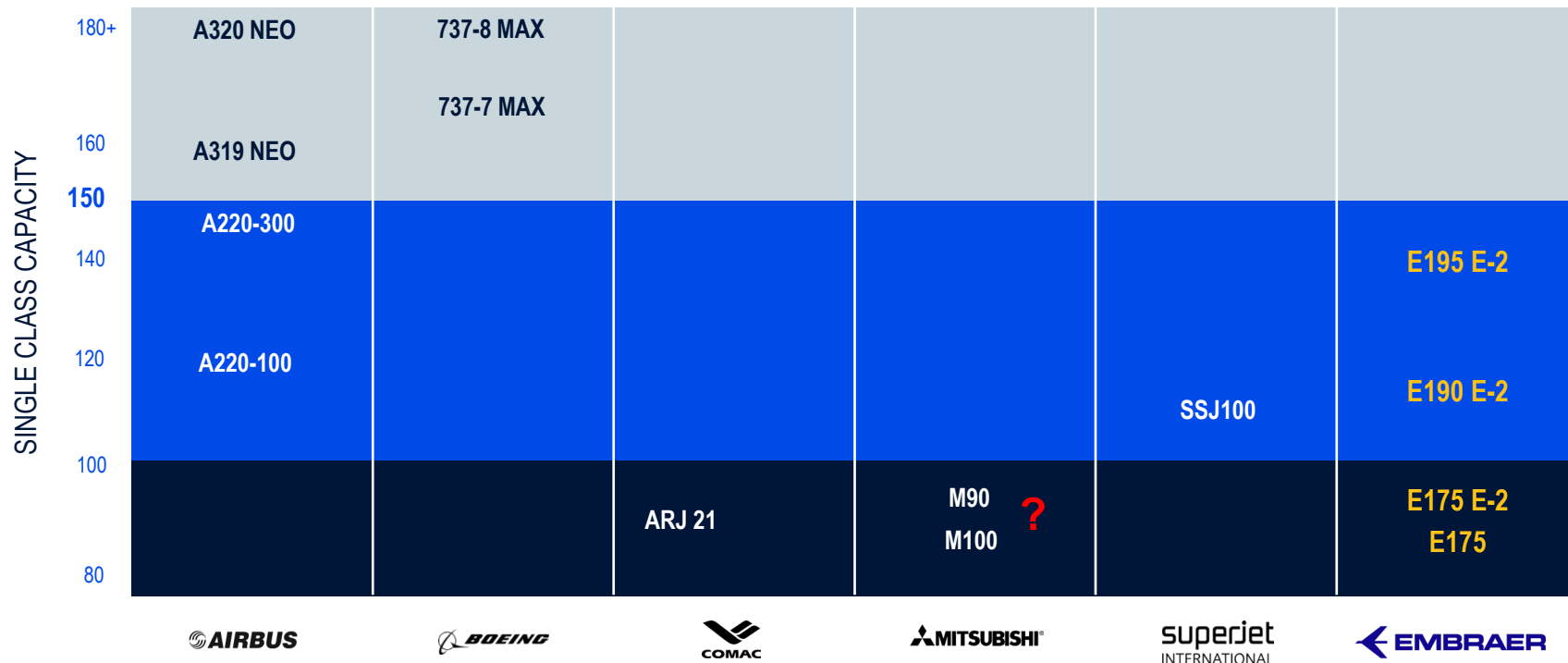
■ Asia Pacific & China
■ Latin America & Caribbean

* All A220/CSeries deliveries are considered under Airbus

As of 4Q21



COMPETITIVE SCENARIO





REGIONAL BREAKDOWN

2021-2040 DELIVERIES | UP TO 150 SEATS

10,900 WORLD

TP50-90: 2,260
Jets Up to 100: 2,480
J100-150: 6,160

3,140 North America

29%

- Right-sizing
- 50-76 seats replacement
- Filling the gap between RJ and NB

2,940 Europe & CIS

27%

- Right-sizing
- Increased efficiency for greener operations
- Enabling the next level of connectivity in lower demand markets

820 Africa & M. East

7%

- Right-sizing
- Intra-regional connectivity

940 Latin America

9%

- Right-sizing
- Infrastructure expansion
- Underserved markets growth

3,060 Asia Pacific

28%

- Right-sizing
- Finding new “pockets of growth”
- Business & fleet diversification



MARKET OPPORTUNITIES



**DIRECT
REPLACEMENT**



**SMALL NB IN
US MAINLINES**



**50/70-SEAT
JET REPLACEMENT**



**LCCS IN ASIA
AND EUROPE**



**TP
REPLACEMENT**



**REGIONAL AVIATION DEVELOPMENT
(INDIA, BRAZIL, TURKEY, IRAN)**



**RIGHT
SIZING**



**CHINA: CAAC POLICY
ON AIRLINE LICENSE**



E-JETS E2

THE SECOND GENERATION



E-JETS EVOLUTION

130

**+14
SEATS**



E195-E2

120-146 seats
2,600nm

120



110



SAME



E190-E2

97-114 seats
2,880nm

100

90

**+4
SEATS**



E175-E2

80-90 seats
2,060nm

80

70





MAIN MARKET OPPORTUNITIES

E-JETS E2 FAMILY – PRODUCT POSITIONING



PREFERRED CHOICE

- REGIONAL MARKET
- WORLDWIDE



NATURAL CHOICE

- 70 OPERATORS OF E-JETS
- GAP RJs ↔ NB
- EMERGING MARKETS



MOST EFFICIENT CHOICE

- A319/737-700 REPLACEMENT
- SMALL NARROWBODY
- LCC ENTRY-LEVEL



BENCHMARK CUSTOMER SUPPORT



EJETS-E2 EXCEEDING TARGETS

EVEN BETTER THAN ORIGINAL SPEC



NOISE MARGIN REDUCTION

Target:

E190-E2: 15 EPNdB
E195-E2: 14 EPNdB

Achieved:

E190-E2: 20 EPNdB
E195-E2: 19 EPNdB



FUEL BURN REDUCTION

Target:

E190-E2: 16%
E195-E2: 24%

Achieved:

E190-E2: 17.3%
E195-E2: 25.4%



MAINTENANCE

Target:

850 FH
8,500 FH

Achieved:

1,000 FH
10,000 FH



LANDING GEAR

Target:

20,000 FC
or 10 years

Achieved:

22,000 FC
or 12 years



TRAINING

Target:

3 days

Achieved:

2.5 days
with low level
device



SMARTER BY DESIGN

17.3%

LOWER CONSUMPTION OVER
FIRST GENERATION E190

NEW INTERIOR

Enhanced PAX
experience and
more overhead
bin volume

NEW WING

More efficient,
higher aspect ratio

IMPROVED AVIONICS

45% more display

AIRCRAFT SYSTEMS

Re-design to boost
performance,
reliability and
maintenance costs

4TH GEN FULL FLY-BY-WIRE

Digital closed-loop
control to improve
flying qualities and
fuel efficiency

NEW ENGINE

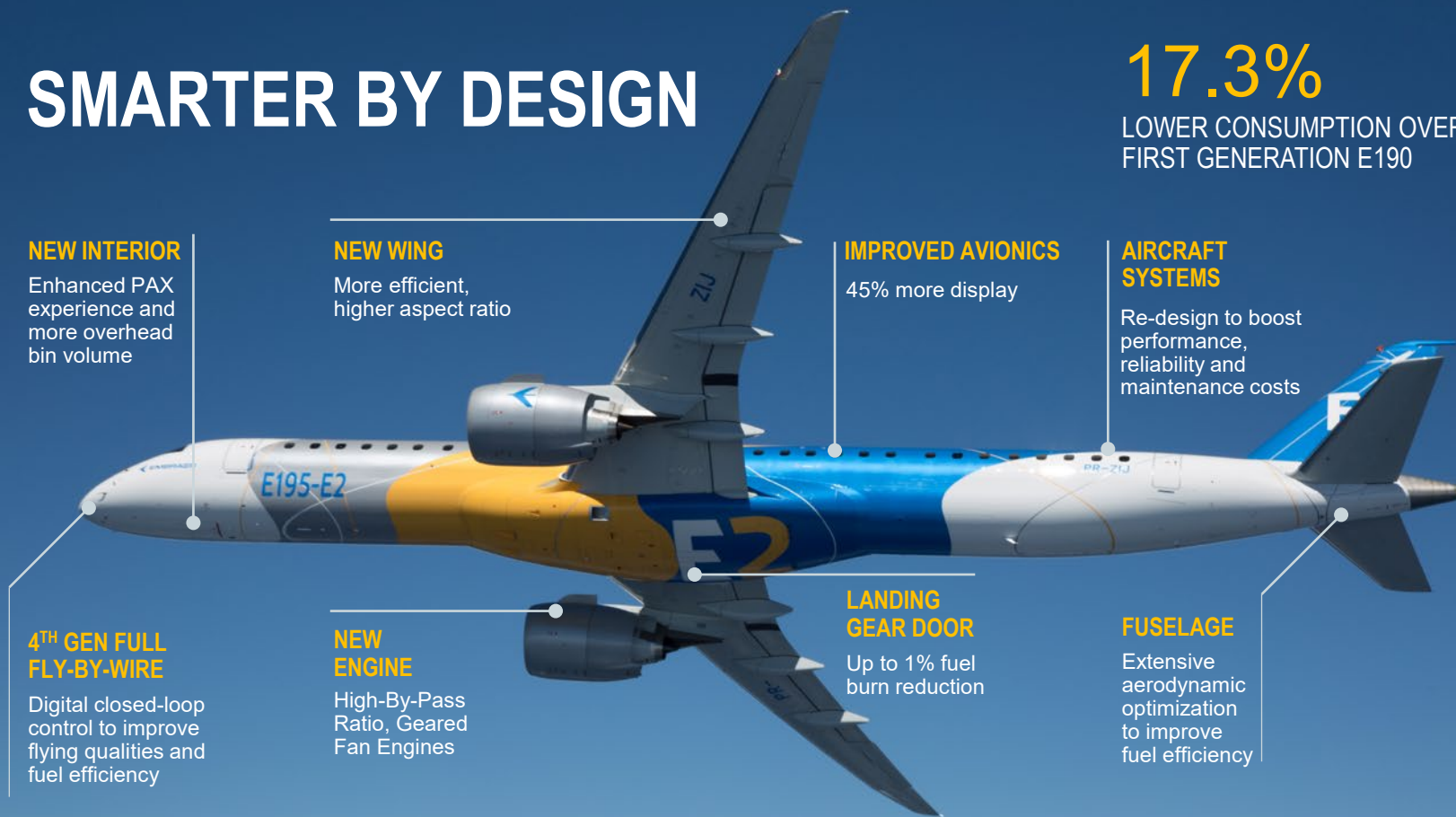
High-By-Pass
Ratio, Geared
Fan Engines

LANDING GEAR DOOR

Up to 1% fuel
burn reduction

FUSELAGE

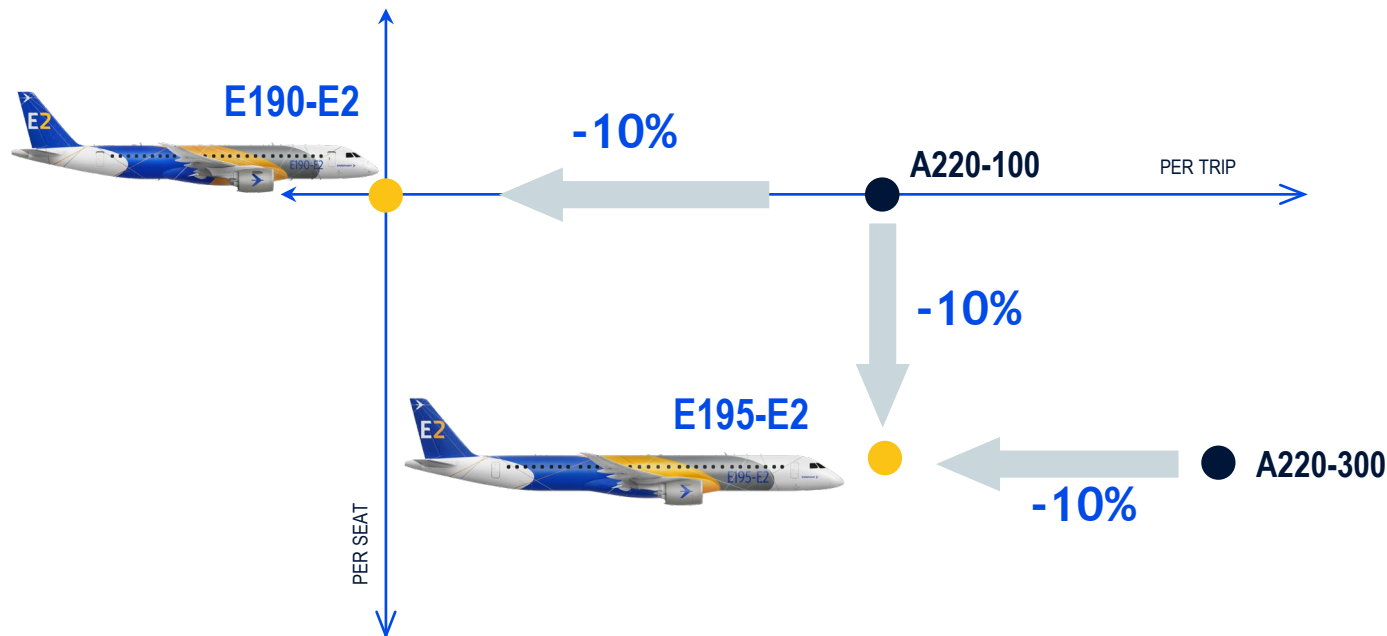
Extensive
aerodynamic
optimization
to improve
fuel efficiency



SMARTER FOR BUSINESS

CASH OPERATING COST

THE RULE OF
10





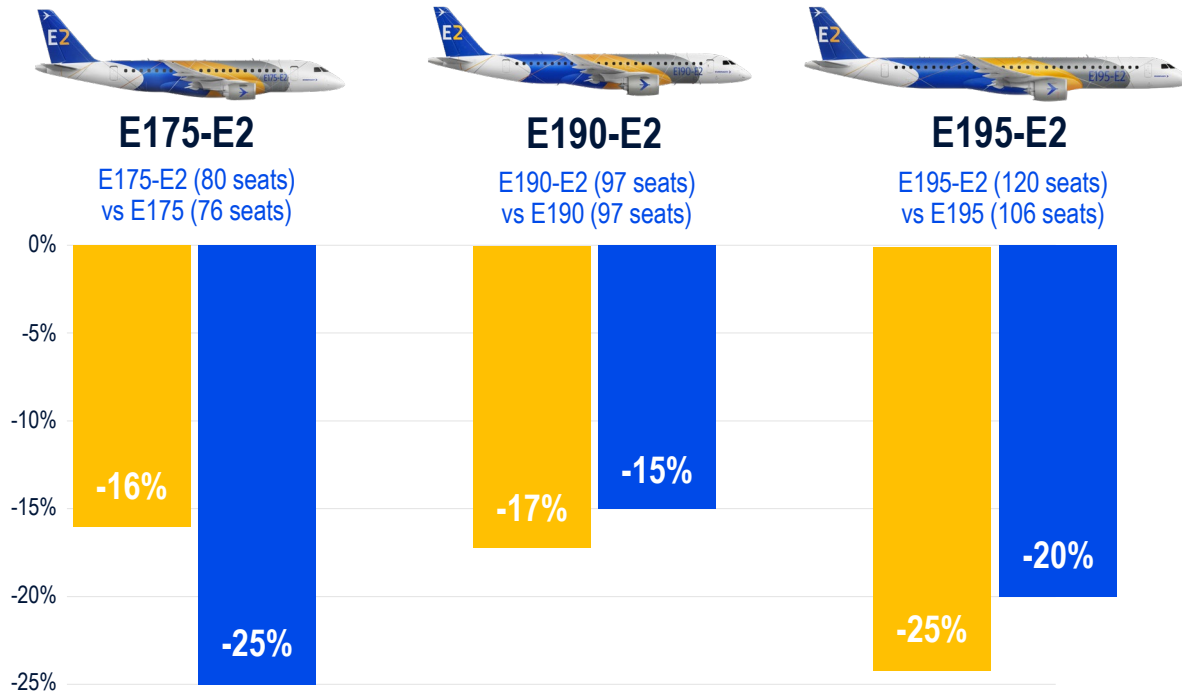
COST PER SEAT IMPROVEMENTS

 **FUEL BURN**

 **DMC**

E175 CF34-8E5 / E190
CF34-10E6 baseline per
2011 conditions
*2,600FH/Yr & 1.5FH/FC;
10 years DMC

Target values for 600nm sector;
Dual class configuration





E190-E2 TRIPLE CERTIFICATION



MAINTENANCE

Target
850 – 8,500 FH

Achieved
1,000 - 10,000 FH

FUEL BURN

Target
16% FB
Reduction

Achieved
17.3% FB Reduction

LANDING GEAR

Target
20,000 FC/10 Years

Achieved
22,000 FC/12 Years

TRAINING

Target
3 Days

Achieved
2.5 Days
with low level device

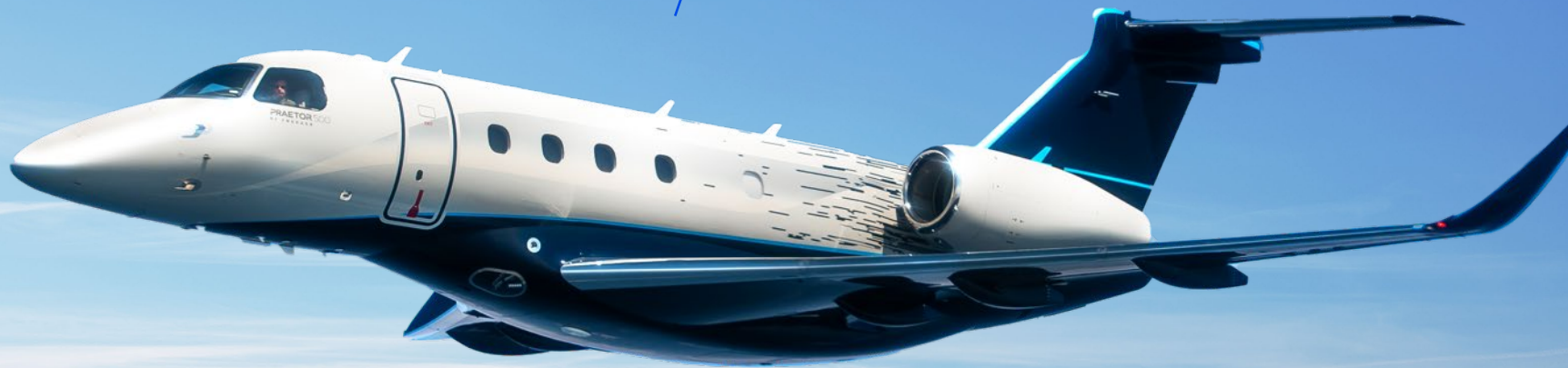
NOISE

Target
15 EPNDB
Below limit

Achieved
20 EPNDB
Below limit



EXECUTIVE AVIATION





CUSTOMERS

EXECUTIVE AVIATION



1,500+
Jets delivered

70+
Countries



PRODUCT PORTFOLIO

EXECUTIVE AVIATION



PHENOM 100EV

ENTRY

Certified 2017

Up to 8 occupants | 1,178 nm

- Cessna - M2
- HondaJet Elite S



PHENOM 300E

LIGHT

Certified 2020

Up to 11 occupants | 2,010 nm

- Cessna - CJ3+/CJ4 Gen 2, XLS+ Gen 2
- HondaJet 2600
- Pilatus - PC-24



PRAETOR 500

MIDSIZE

Certified 2019

7 to 9 passengers | 3,340 nm

- Cessna - Latitude



PRAETOR 600

SUPERMIDSIZE

Certified 2019

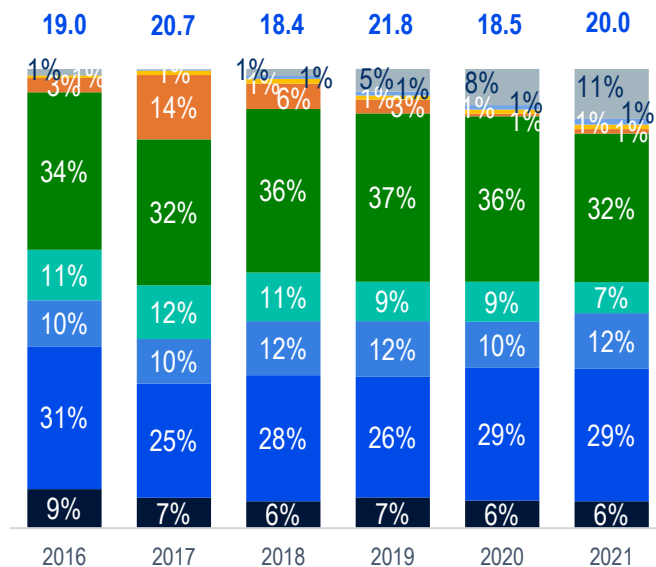
8 to 12 passengers | 4,018 nm

- Cessna - Longitude
- Bombardier - CL350/3500
- Gulfstream - G280
- Falcon 2000S

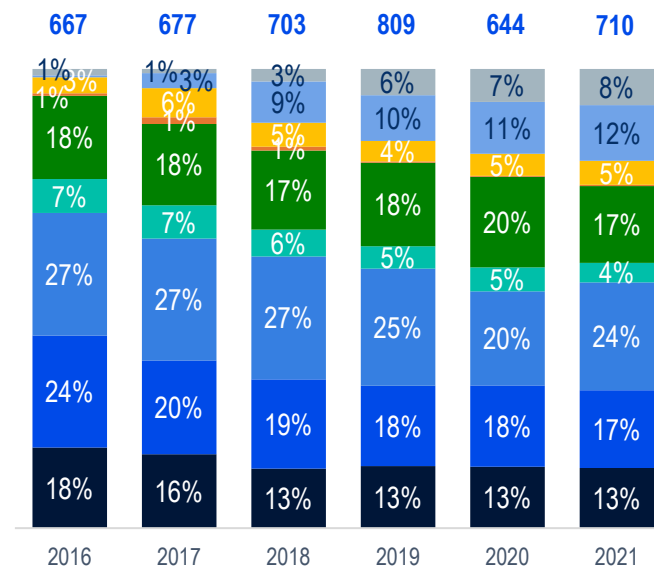


REVENUES AND DELIVERIES SHARE

REVENUES SHARE (US\$ Bil/B&CA List Prices)



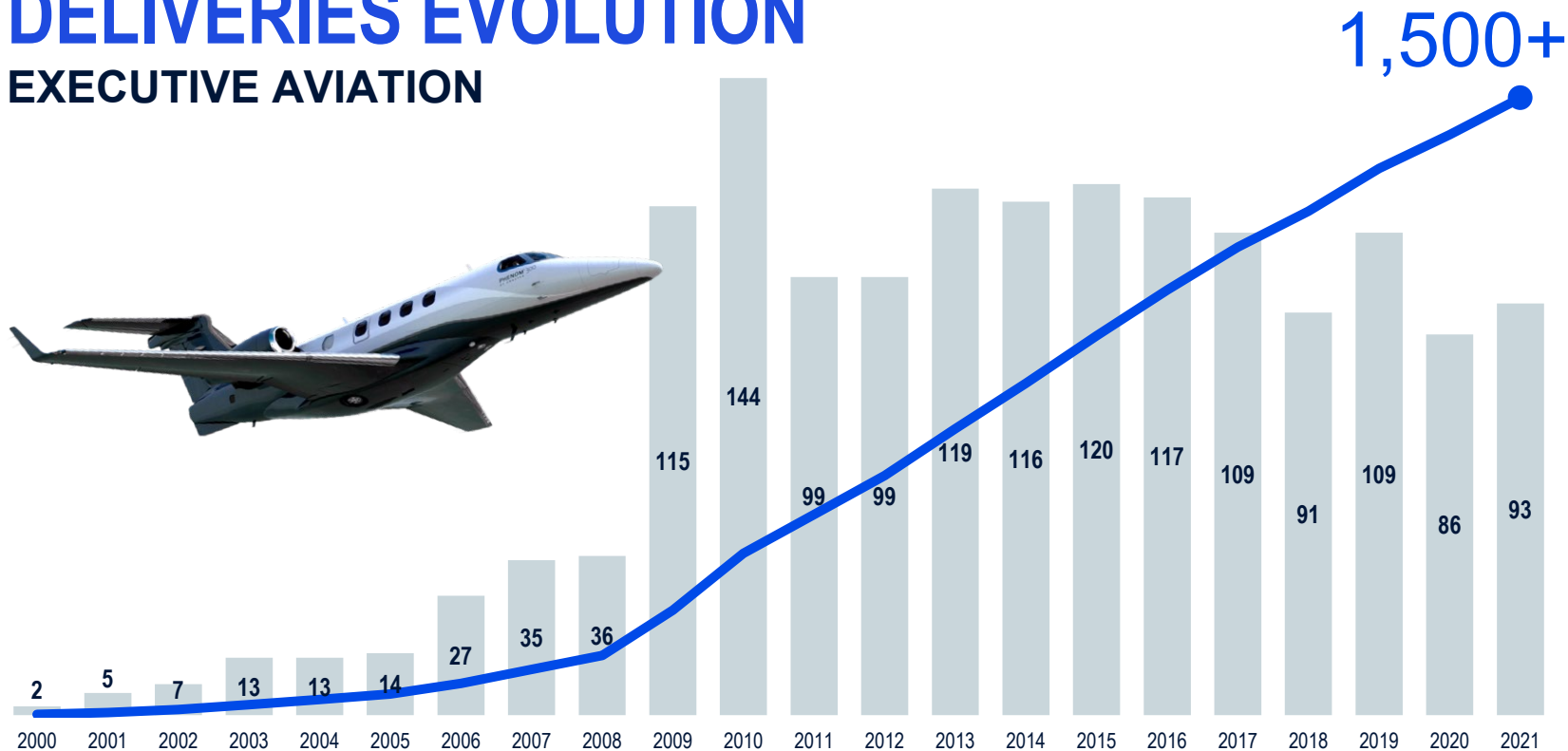
DELIVERIES SHARE (Units)





DELIVERIES EVOLUTION

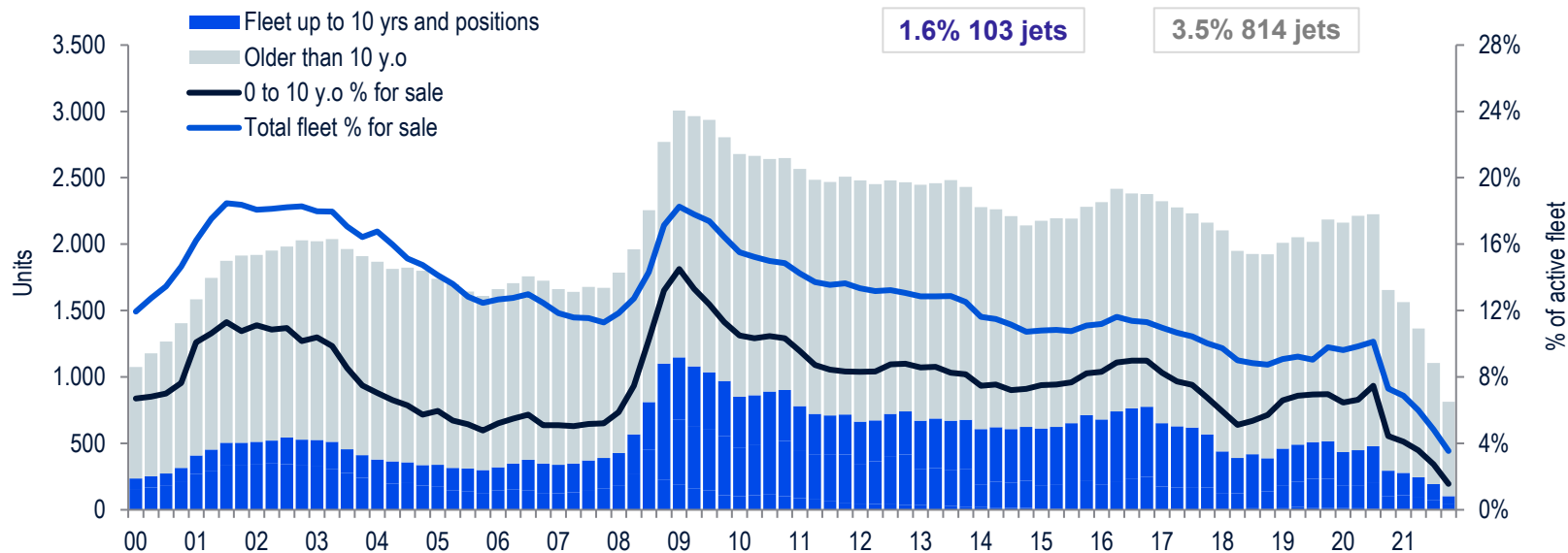
EXECUTIVE AVIATION





BUSINESS JETS

PRE-OWNED MARKET INVENTORY REMAINS AT A HEALTHY LEVEL, DESPITE GLOBAL PANDEMIC

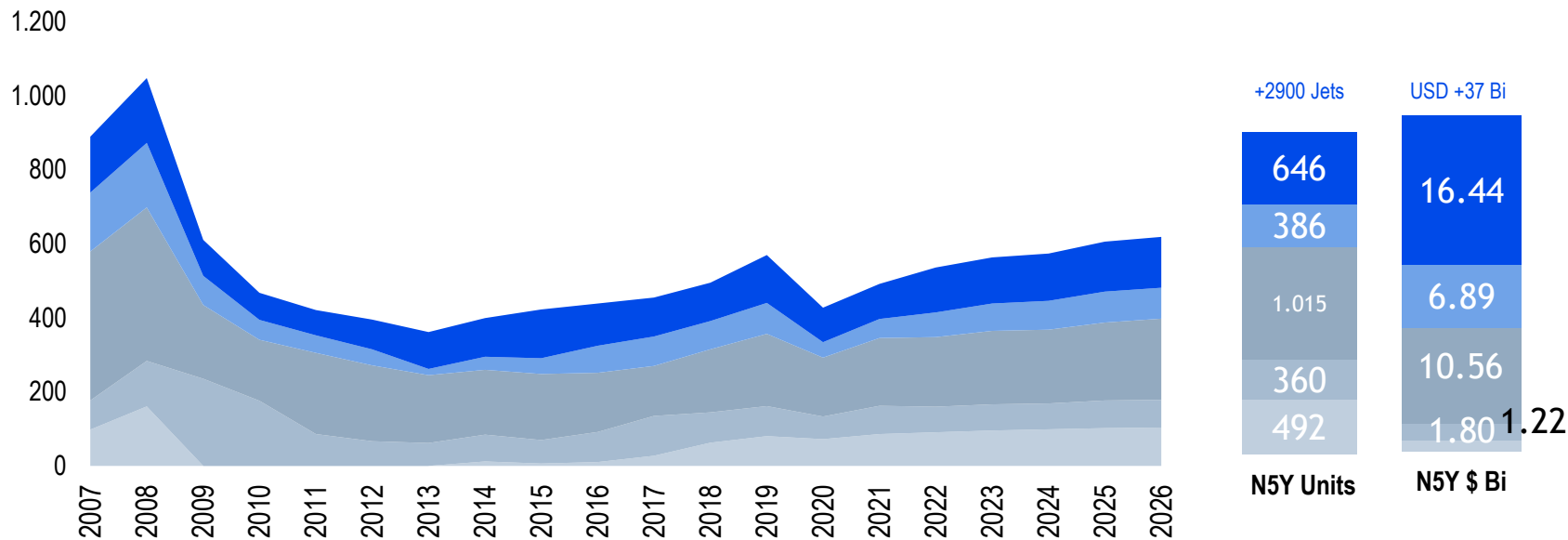


Source: Jetnet, Feb 2022



DELIVERIES EVOLUTION

N5Y FORECAST | GLOBAL DELIVERIES



Source: Embraer analysis. Include Personal, Entry, Light, Mid and Supermid classes. Asia Pacific & Middle East includes China.



EMBRAER MARKET FORECAST

EXECUTIVE AVIATION 2022-2026

North America

2,140 a/c

US\$ 28 BI (76%)

Latin America

150 a/c

US\$ 2 BI (6%)

Europe & Africa

510 a/c

US\$ 6 BI (17%)

Asia Pacific & Middle East

100 a/c

US\$ 1 BI (3%)

WORLDWIDE

2,900 a/c

US\$ 37 BI



DEFENSE & SECURITY



A world map with a light gray background showing the outlines of continents. Numerous circular icons, each containing a national flag, are scattered across the map. The flags are concentrated in North America (USA, Mexico, Central America, Caribbean), South America (Brazil, Colombia, Venezuela, Peru, Chile, Argentina, Uruguay, Paraguay), Europe (UK, France, Germany, Italy, Spain, Portugal, Greece, Turkey, etc.), Africa (Egypt, Sudan, Ethiopia, Kenya, etc.), Asia (India, China, Japan, South Korea, etc.), and Australia. The word 'CUSTOMERS' is partially visible in the top left corner in a large, bold, dark blue font.

1.400 +

58

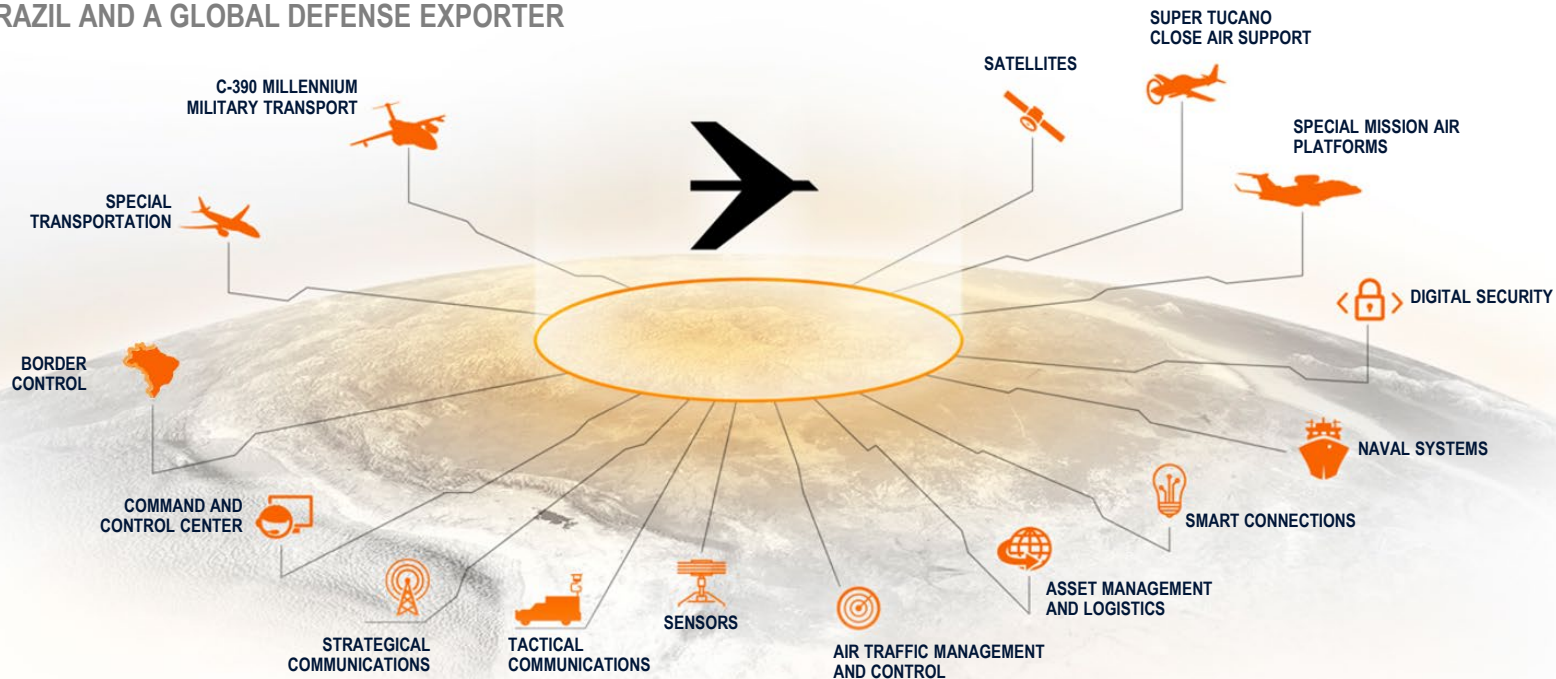
60 +

GOVERNMENTS AND
ARMED FORCES
(Defense Solutions)



EMBRAER DEFENSE & SECURITY

LEADER IN SOLUTIONS FOR DEFENSE AND SPACE
IN BRAZIL AND A GLOBAL DEFENSE EXPORTER



SUBSIDIARY COMPANIES



Command and control,
embedded solutions, mission
planning, surveillance and
monitoring, decision making.

'TEMPEST'

Cyber Security
Solutions for Defense,
Governments and the
Corporate Market.



VISIONA
Space Technology

Projects and space system
integration, as well as products
and services from Remote
Sensing and Satellite
Telecommunications.








C-390 MILLENNIUM



The new generation military multi-mission transport aircraft with unrivaled mobility and operational flexibility in a single platform.

- Almost 5,000 flight hours
- Five aircraft delivered to Brazilian Air Force

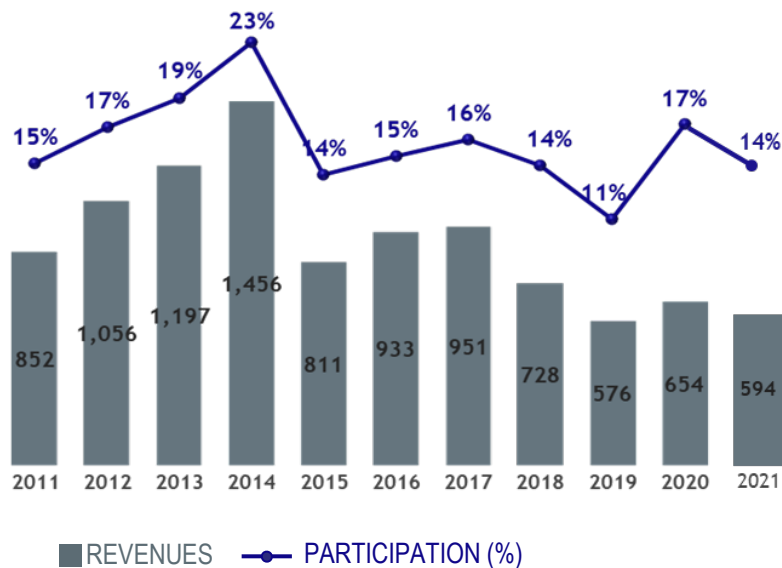
CLIENT	QTY	1 ST DELIVERY	
 Brazil	x 22	2019	
 Portugal	x 5	2023	 NATO CONFIG
 Hungary	x 2	2024	 NATO CONFIG



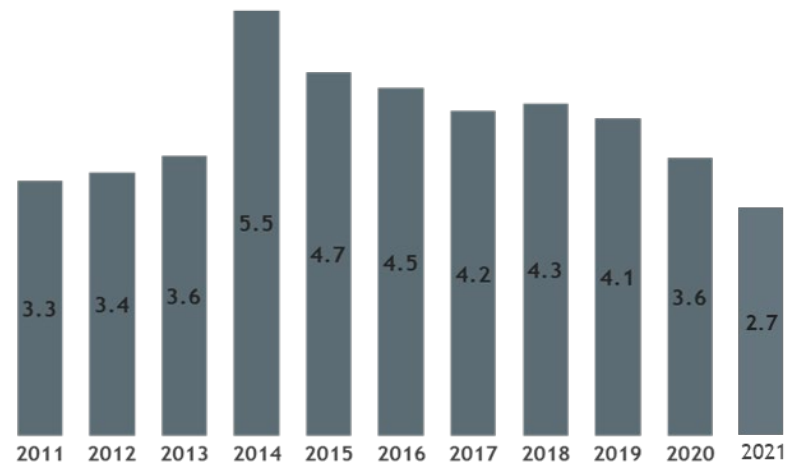
RESULTS

DEFENSE & SECURITY

REVENUES EVOLUTION (US\$ Million)

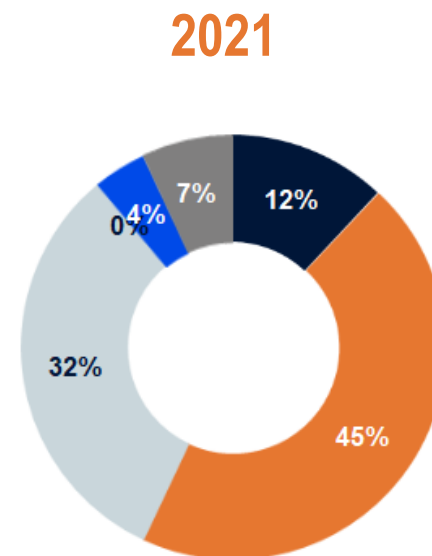
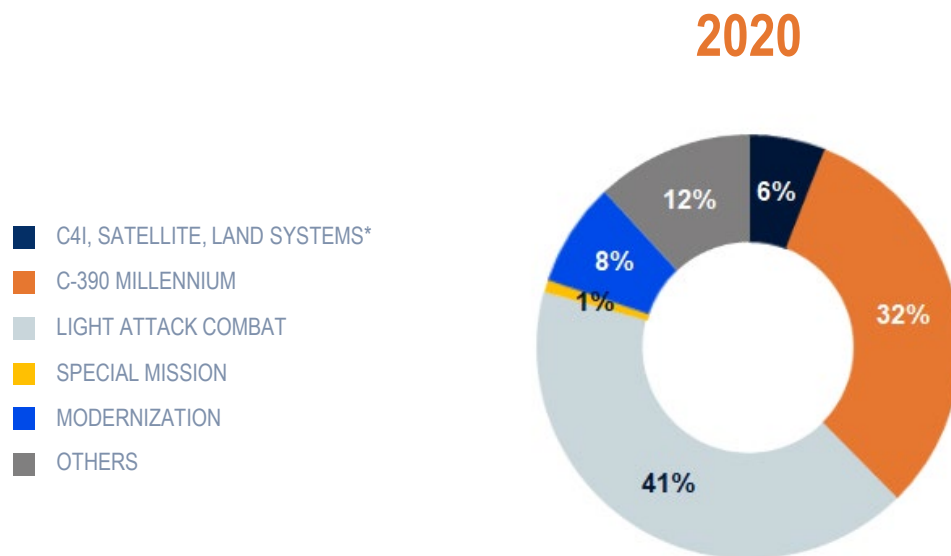


BACKLOG EVOLUTION (US\$ Billion)





REVENUE BREAKDOWN



**Atech, Visiona, and Tempest (acquired in Dec 2020)*



MARKET OVERVIEW

C-390 MILLENNIUM



North America

37% 24 YEARS

Europe

18% 21 YEARS

Middle East

8% 35 YEARS

Africa

7% 32 YEARS

Asia

24% 24 YEARS

Latin America

6% 27 YEARS

Payload: 10 to 40 ton

CURRENT
AIRCRAFT FLEET

~2,200

AIRCRAFT
AVERAGE AGE

25

HALF ARE EXPECTED TO BE
REPLACED OVER THE NEXT

20 YEARS

* Fleet distribution

** Fleet average age

Source: Cirium Fleets Analyzer



A-29 SUPER TUCANO



/ 16 AIR
FORCES

/ OVER 260 AIRCRAFT
DELIVERED

/ OVER 500.000
FLIGHT HOURS

/ ACCUMULATING ABOUT 60.000
COMBAT FLIGHT HOURS

PROVEN SOLUTION, MULTI-MISSION AIRCRAFT BY DESIGN

F-39 GRIPEN

NEW BRAZILIAN FIGHTER

Brazilian government
contracted SAAB to supply
36 Gripen NG fighter jet

Milestones accomplished
according to contract

Flight test campaign at Embraer
started in 2020 and in progress

Program conclusion in 2026





TAMANDARÉ CLASS

BRAZILIAN NAVY



- New avenue in the Brazilian Defense Sector
- Consortium “Águas Azuis”
- Embraer: Combat and Mission Control, Communications, Data Link Sensors And Integrated Weaponry
- 4 Frigates (~US\$ 1.8 billion)
- 1st delivery in 2023



SERVICES & SUPPORT FLUJY



OUR PORTFOLIO

OF SERVICES & SUPPORT
IS DESIGNED AROUND
YOUR SPECIFIC NEEDS.
LET US KNOW HOW WE
CAN HELP.





SERVICES & SUPPORT AT A GLANCE

3,600
SERVICES & SUPPORT
#EMPLOYEES

27%
EMBRAER
REVENUE 2021



**COMMERCIAL
AVIATION**



**EXECUTIVE
JETS**



**DEFENSE
& SECURITY**



	COMMERCIAL AVIATION	EXECUTIVE JETS	DEFENSE & SECURITY	OGMA
Supported fleet	2,580+	1,525+	528+	
Customer base	200+	940+	50+	60+
Presence	75+ countries	70+ countries	30+ countries	30 countries



WE ARE GLOBAL

1800+ EMPLOYEES
1800+ OGMA

📍 08

Warehouses

📍 09

Owned Service Center

📍 83

Authorized Service Center

📍 210

Field Support Representatives

📍 92

Flight Simulators





STRATEGIC OBJECTIVES

Customer experience

- Customer-centric solutions
- External recognition
- Robust performance measurement system (close the loop)

Sales excellence

- Sales Organization Revamp
- Core business organic growth
- Market Share increase

Operational efficiency

- Reduce working capital
- Labor efficiency
- Fleet high availability
- Competitive operational costs

Growth excellence

- Expand footprint
- Search New Business (M&A, Engine MRO, etc)
- Strategic Partnership



POSITIONED TO BE THE PREMIER PLAYER IN UAM



- Combination with Zanite Acquisition Corp. and listing in NYSE announced on Dec. 21, closing expected for 2Q2022
- Total investments of approx. \$400M (net of transaction costs), including SPAC and PIPE
- Anticipated pro-forma enterprise value of \$2.4B
- Important strategic partners: Skywest, Republic Airwaus, BAE Systems, Rolls Royce, Azorra and Falko
- Strategic support from Embraer: access to infrastructure, extensive certification and manufacturing experience, established global network for service and support, intellectual property and engineers as major differentiators



FINANCIAL RESULTS

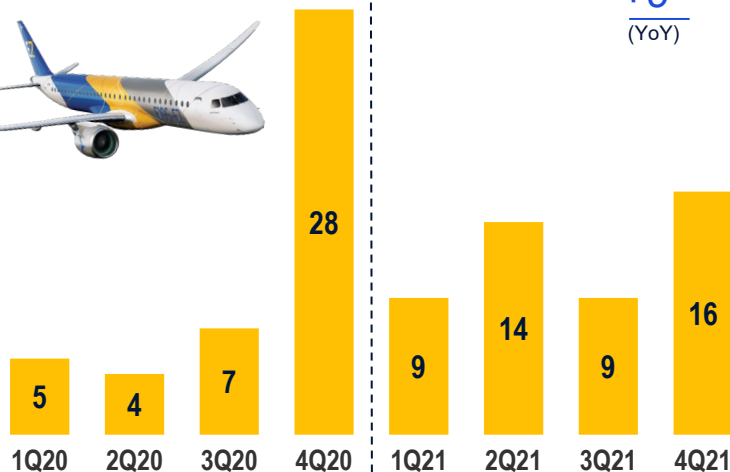
ANUAL BASIS



AIRCRAFT DELIVERIES

2020: 44

Commercial Aviation



2021: 48

+9%
(YoY)

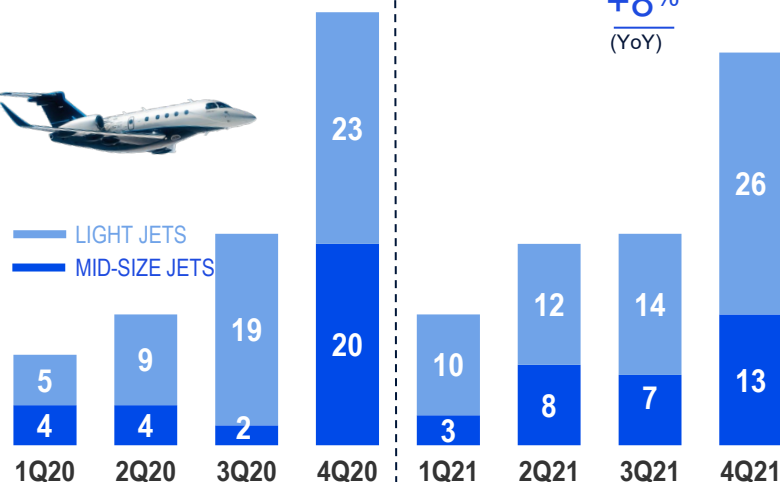
✓ Outlook 2021: 45 – 50

2020: 86

Executive Aviation



LIGHT JETS
MID-SIZE JETS



2021: 93

+8%
(YoY)

✓ Outlook 2021: 90 – 95

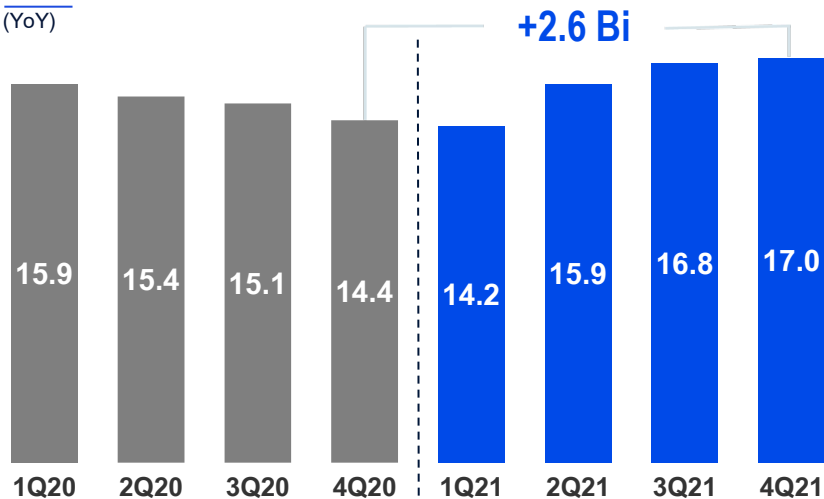


BACKLOG

US\$ BILLION

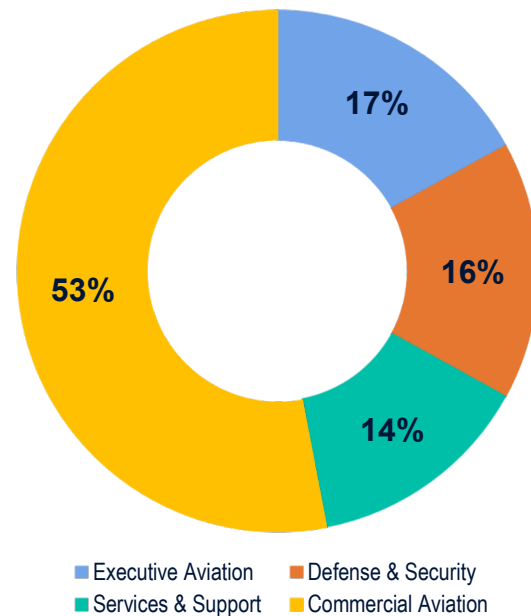
+18%

(YoY)



✓ Best backlog since 2Q18

BREAKDOWN BY BUSINESS 4Q21





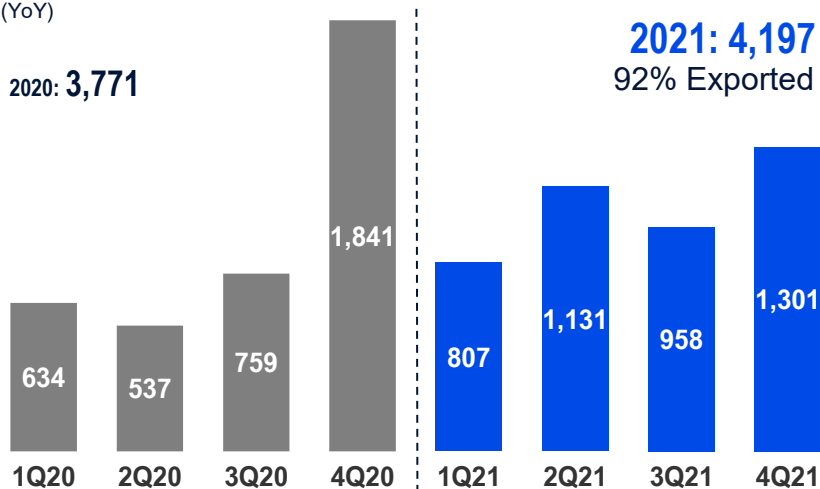
NER REVENUES

US\$ BILLION

+11%

(YoY)

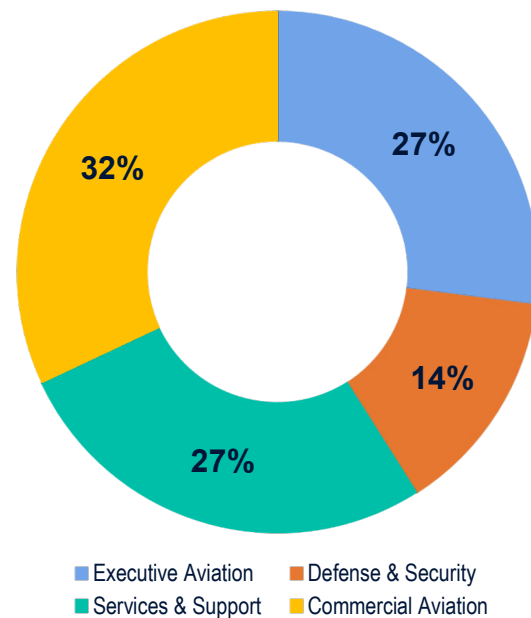
2020: 3,771



2021: 4,197
92% Exported

✓ Outlook 2021: **US\$ 4.0 – 4.5 Billion**

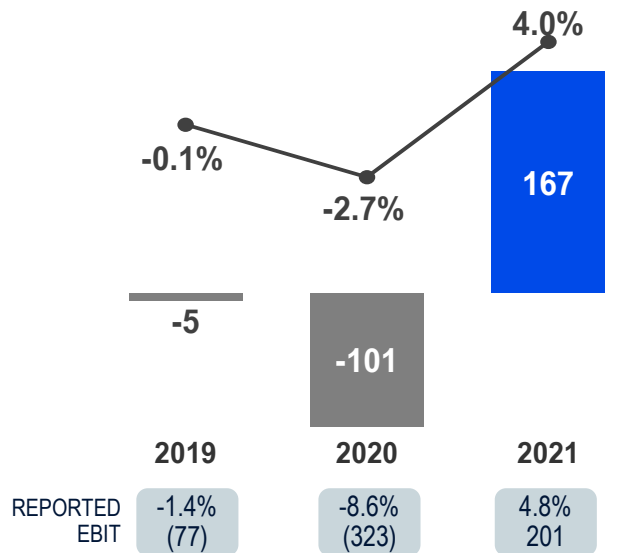
BREAKDOWN BY BUSINESS 2021





ADJUSTED

EBIT - US\$ MILLION

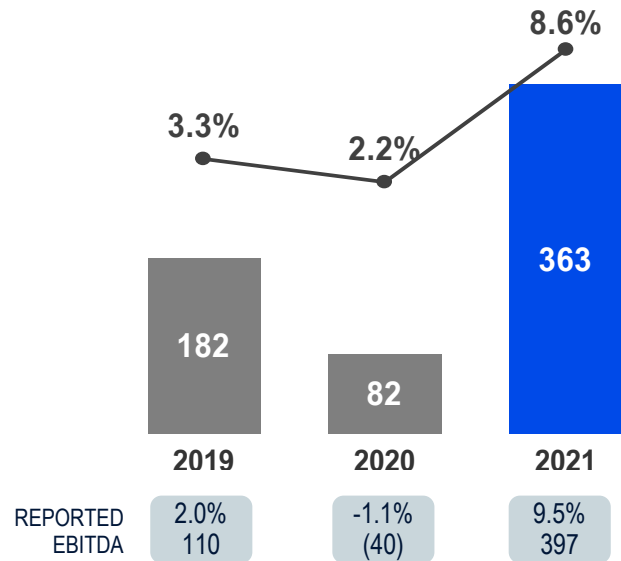


✓ 2021 Outlook: 3.0% - 4.0%

ADJ. EBIT ADJ. EBIT MARGIN

ADJUSTED

EBITDA - US\$ MILLION



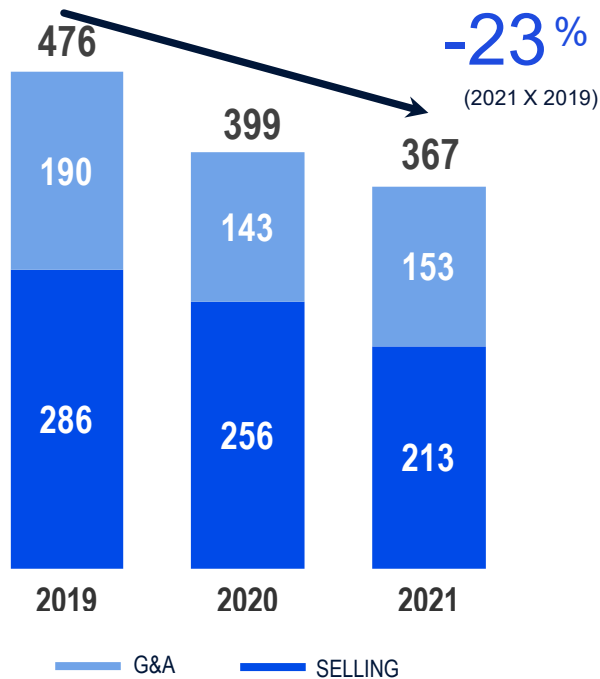
✓ 2021 Outlook: 8.5% - 9.5%

ADJ. EBITDA ADJ. EBITDA MARGIN



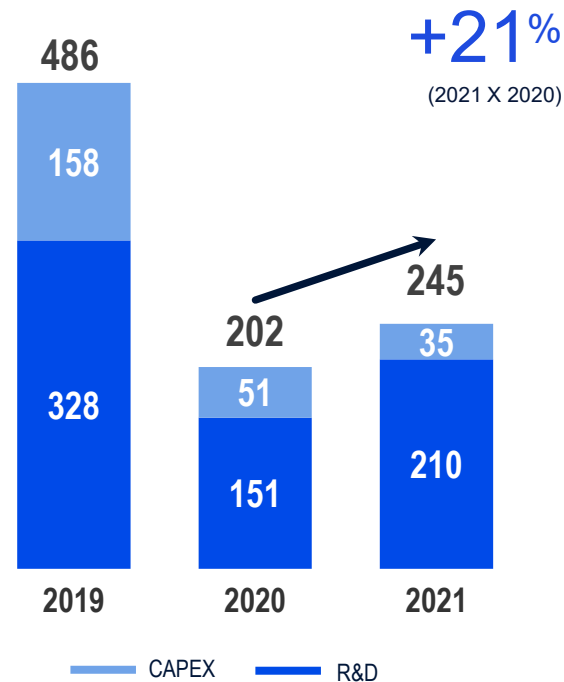
SG&A

US\$ MILLION



INVESTMENTS

US\$ MILLION

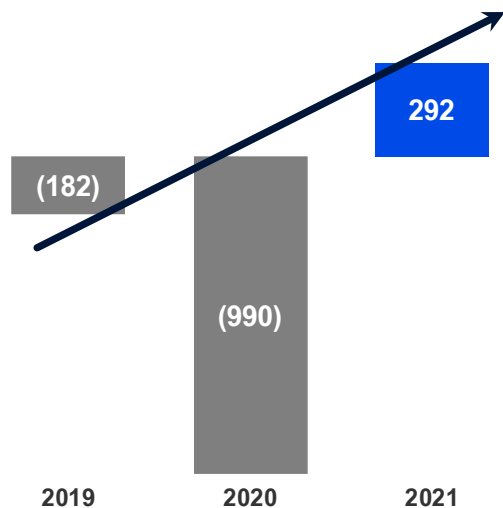




ADJUSTED FCF

US\$ MILLION

Adj. FCF **improving** consistently

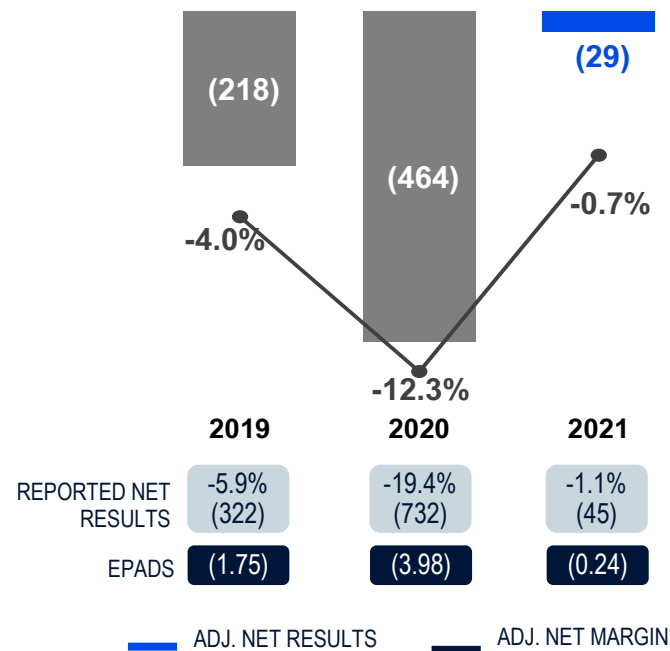


✓ 2021 Outlook: **US\$ 100 Million or Better**

ADJ. NET RESULTS

US\$ MILLION

excludes extraordinary items

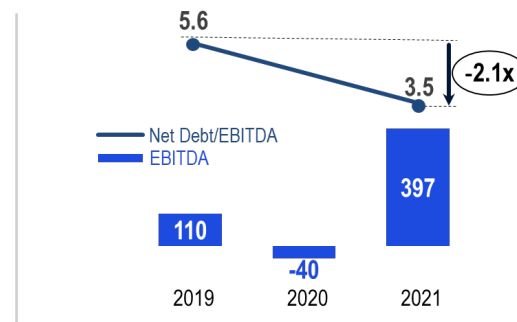
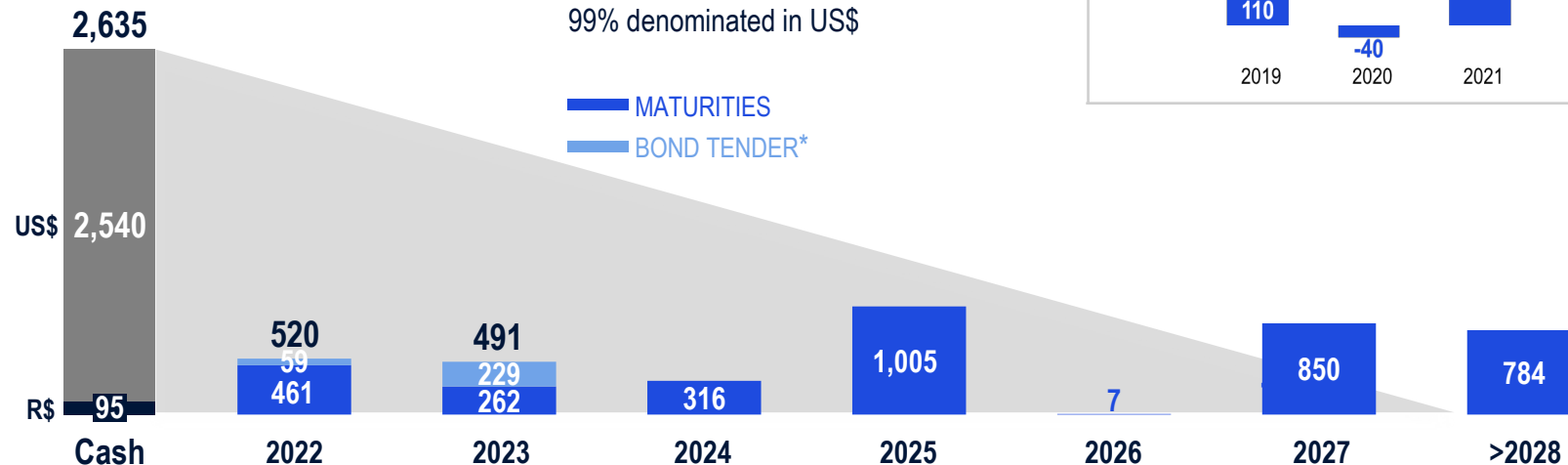




LIQUIDITY

LIQUIDITY REINFORCED BY BETTER FCF & EBIT

MATURITIES - US\$ MILLION



* BONDS 2022/2023: BUYBACK IN 1T22 OF US\$ 289 MILLION



2022 / OUTLOOK



2022 OUTLOOK



DELIVERIES



COMMERCIAL AVIATION

60 - 70



EXECUTIVE AVIATION

100 - 110



REVENUES

US\$ 4.5 - 5.0 BILLION



ADJ. EBIT MARGIN

3.5% - 4.5%



ADJ. EBITDA MARGIN

8.0% - 9.0%



FREE CASH FLOW

US\$ 50 MILLION OR BETTER

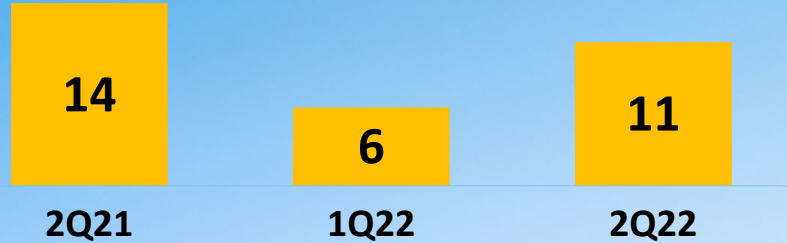
Outlook excludes EVE



2Q2022 / UPDATE

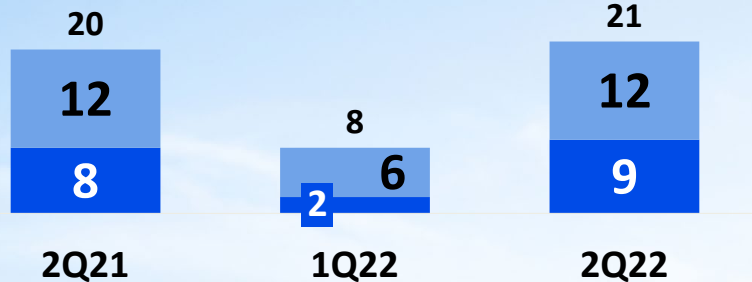
AIRCRAFT DELIVERIES

COMMERCIAL AVIATION



2022 Outlook: 60 – 70

EXECUTIVE AVIATION

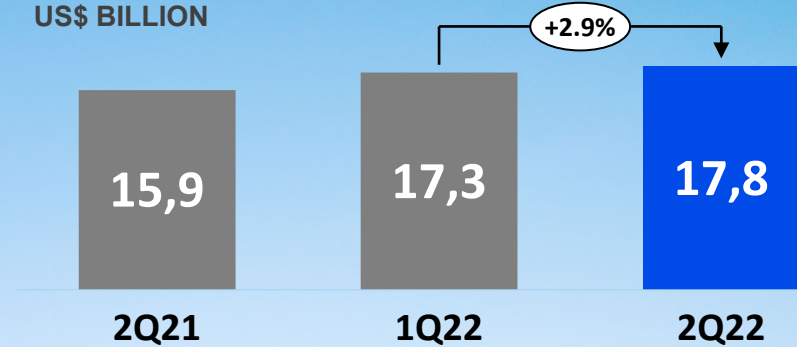


Light Jets Medium Jets

2022 Outlook: 100 – 110

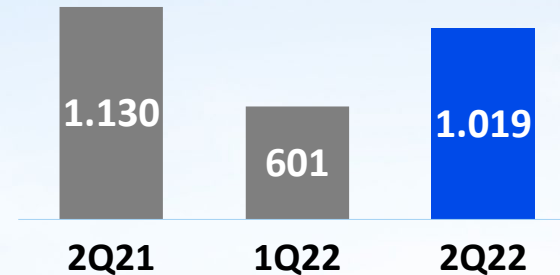
BACKLOG

US\$ BILLION

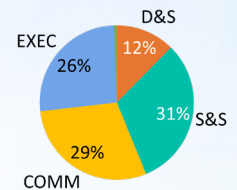


NET REVENUES

US\$ MILLION



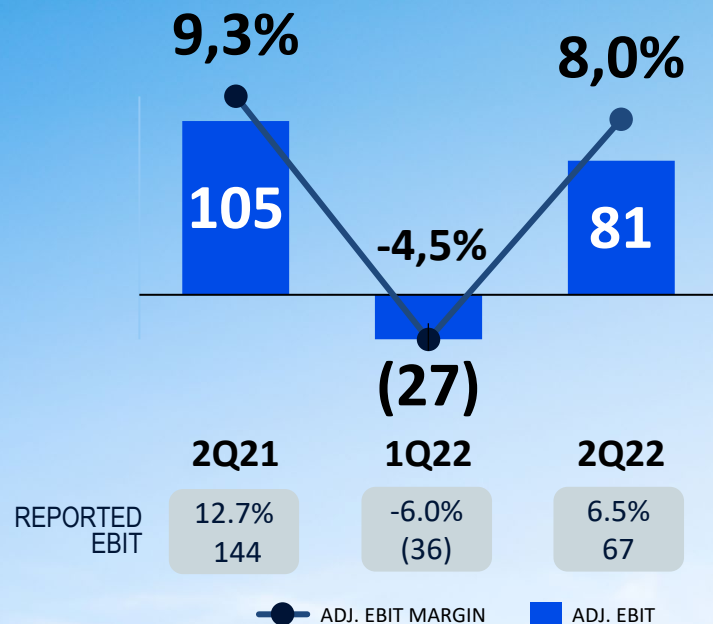
BREAKDOWN BY BUSINESS



2022 Outlook: US\$ 4.5 – 5.0 Billion

ADJUSTED EBIT¹

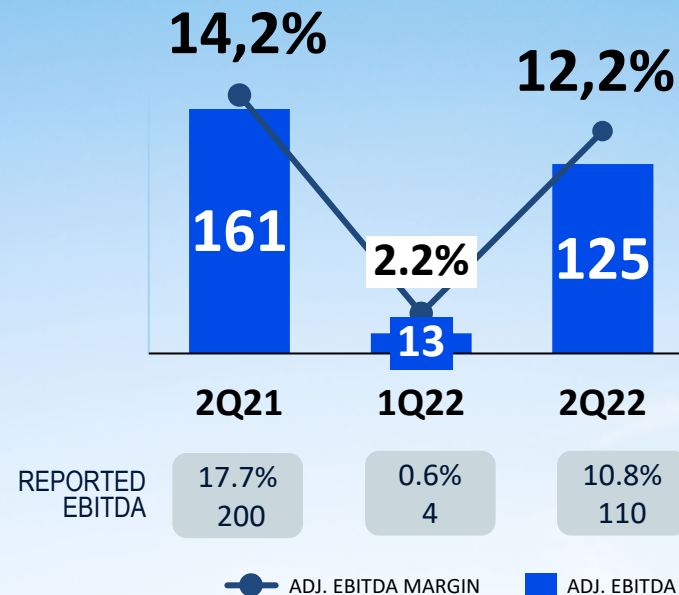
US\$ MILLION



2022 Outlook: 3.5% - 4.5%

ADJUSTED EBITDA¹

US\$ MILLION



2022 Outlook: 8.0% - 9.0%

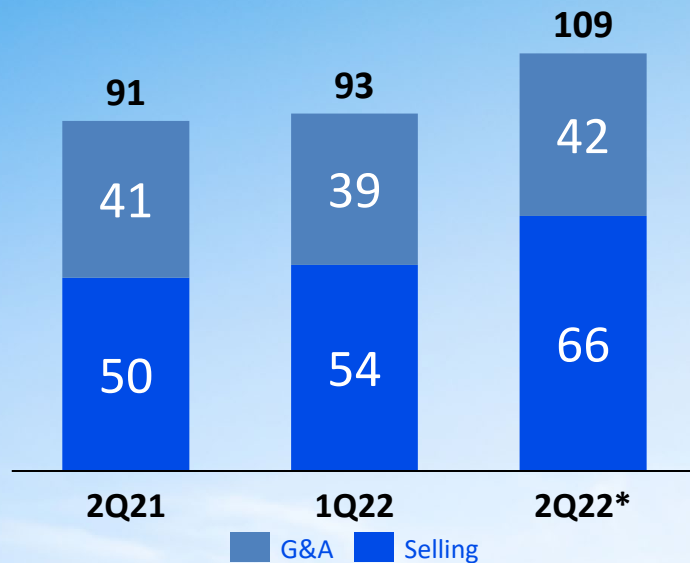
Adj. EBIT & EBITDA running on another level

- Extraordinary effects in 2Q22 was USD 16.5 million (Commercial Aviation reintegration and Arbitration)

¹ Adjusted EBIT and Adjusted EBITDA does not consider EVE expenses.

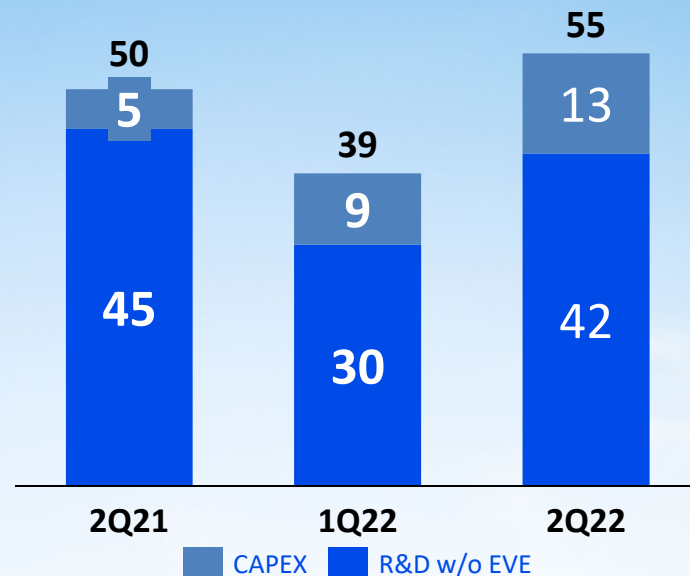
SG&A¹

US\$ MILLION



INVESTMENTS¹

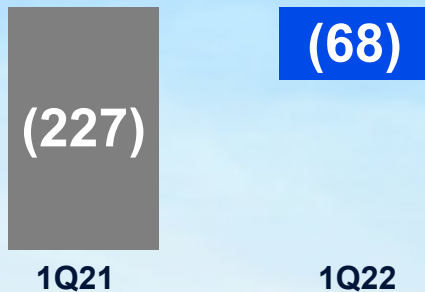
US\$ MILLION



ADJUSTED FCF

US\$ MILLION

Adj. FCF improving

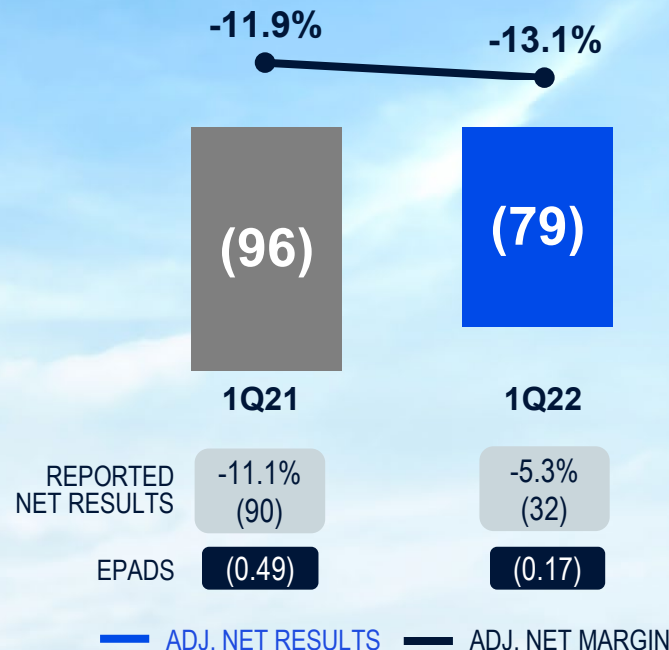


2022 Outlook: US\$ 50 Million or Better

ADJUSTED NET RESULTS

US\$ MILLION

excludes extraordinary items

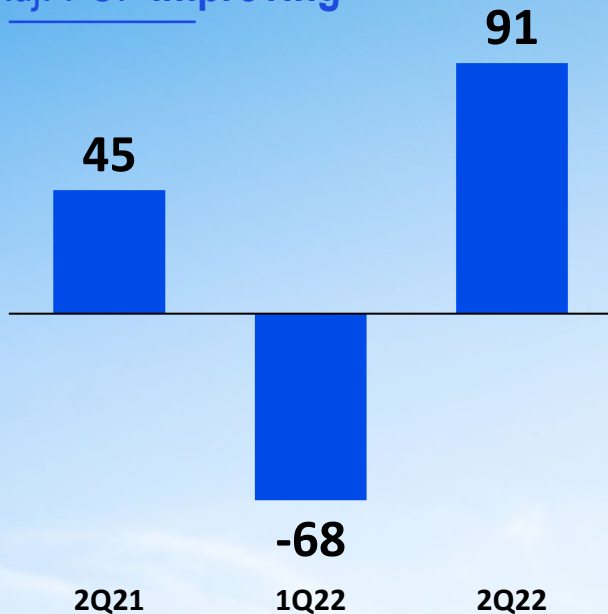


Adjusted Net Income is calculated by adding Net Income attributable to Embraer Shareholders plus Deferred Income tax and social contribution for the period, as well as removing the impact of non-recurring items

ADJUSTED FCF

US\$ MILLION

Adj. FCF improving

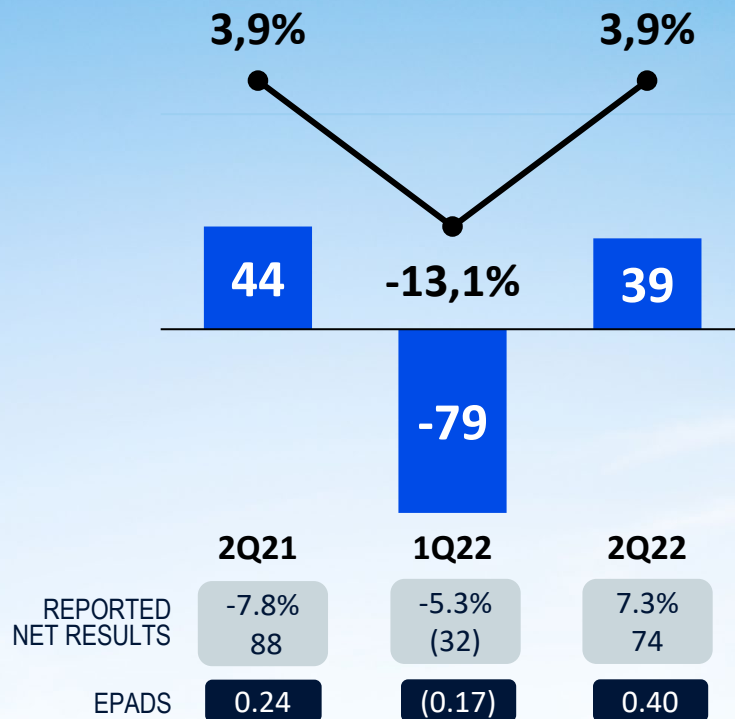


2022 Outlook: US\$ 50 Million or Better

ADJUSTED NET RESULTS

US\$ MILLION

excludes extraordinary items



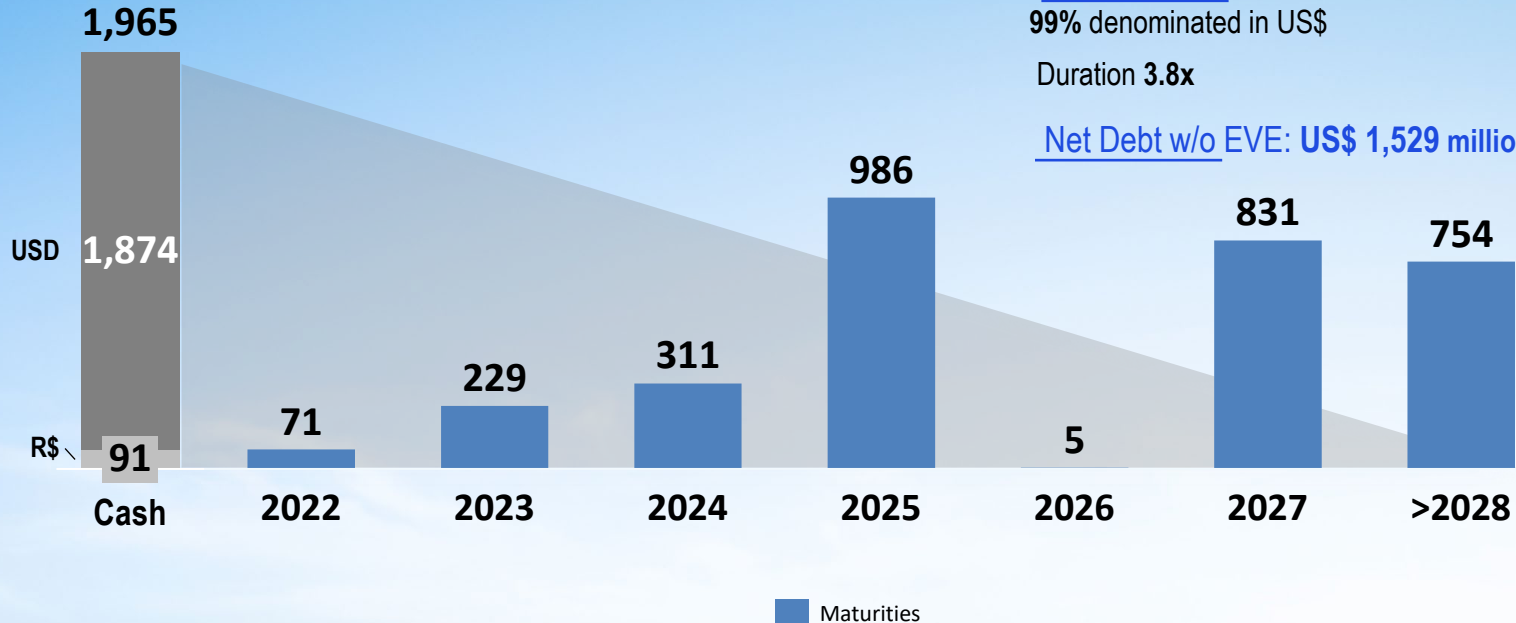
— ADJ. NET RESULTS — ADJ. NET MARGIN

Adjusted Net Income is calculated by adding Net Income attributable to Embraer Shareholders plus Deferred Income tax and social contribution for the period, as well as removing the impact of non-recurring items

LIQUIDITY

Liquidity reinforced by better FCF and USD864 million in loans reduction (YTD)

MATURITIES - US\$ MILLION





THANK YOU

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